

**CONFIDENTIAL**

12 November 1964

MEMORANDUM FOR: Director of Personnel  
Director of Security

VIA : DD/S

SUBJECT : Conflicting Instructions to Universities On  
Use of Agency Recruitment Brochure

1. During the recent Headquarters visit of university associates, at least two deans of state universities complained good-naturedly about conflicting instructions they had received regarding use of the new Agency recruitment brochure. They both said that first one Agency representative gave them a supply of the brochures and left the impression that these could be distributed widely and displayed in racks in lounges and placement offices. Later, according to the deans, another Agency representative told them the brochure should be kept from view, passed out selectively inside a plain envelope, and collected from the student after he had read it. The deans wanted to know why CIA could not make up its mind.

2. Such conflicting instructions create a bad impression, as do cloak-and-dagger approaches to recruitment. We are printing 25,000 of these brochures and it seems to me that wide and normal distribution would of itself be our best security precaution. Would you please see that everyone involved in the recruitment program understands that the brochures may be given freely to interested students without any special safeguards or controls?

EXECUTIVE

PERSONNEL FILE

*Personnel*

(signed) Lyman B. Kirkpatrick  
**Lyman B. Kirkpatrick**  
Executive Director

DRM:rcr

Distribution:

Orig. - D/Pers

① - ER

1 - D/S

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